

## MEETING MEMORANDUM

TO: TOM MOTHERWAY

FROM: TOM OVERTURF 

DATE: SEPTEMBER 25, 1995

SUBJECT: TORRANCE

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Attending: Alan Mackenzie, Mike Russell, Phil Cyburt and Tom Overturf

1. Alan reported that meetings with City Planning Staff show ambivalence on part of City. They feel that any project is better than no project. Lockheed Martin is pushing hard to get their plan approved and probably will get it done.
2. EIR is required in any case.
3. Likely tenants are Walmart and a Theater Complex (AMC).
4. Possibly a 100-150,000 S.F. Incredible Universe with other minor anchors possibly.
5. He's already met with a potential new tenant of great significance - IWERKS out of Burbank - Display Facility plus Technology Entertainment and Office:
  - A. 100,000 S.F. Manufacturing - possibly in existing building No. 66.
  - B. 30 -50,000 S.F. Office - possibly in existing building No. 66.
  - C. 50,000 S.F. Display - possibly in existing building No. 66.
  - D. They've just completed a new casino in New Jersey with Visual Reality, IMAX Theater, 2 other "rides" and a big food service, etc. Similar to Visual Reality at LUXOR. Next step is to take an architectural plan to IWERKS at estimated cost of \$5,000.
6. Other potential tenants:
  - A. Service Merchandise 60-70,000 S.F.
  - B. Sportsmart (type) 60-70,000 S.F.
7. All agreed that key issue now is Lockheed Martin's land value estimated at \$9-\$9.50 after remediation.
  - A. Toyota paid \$8.50/S.F. for 40 acres recently.
  - B. 50 acre deal at \$8.35/S.F. now in escrow with Allied Signal.

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8. Reviewed two plans by PBR, showing about 50-55 acres on south part of site for new MDC warehousing, probably in increments of 200,000 S.F. for aftermarket DAC Warehouse/Building 236 was at 37-43¢ with high-tech, automated warehousing to minimize land and floor area.
9. Probably makes sense for MDC/DAC to outsource Logistics as soon as possible to control costs.
10. Should also consider in more detail establishing a Redevelopment Area - risks could outweigh rewards especially if City will negotiate entitlement mitigations anyway.
11. When plan is done, contact Dan Garcia (Warner Bros.) on Planning Commission and other key political figures to sell importance and advantages to our plan versus the Lockheed Martin Plan.
12. MDRC must decide quickly whether or not to push ahead to a plan submittal in direct competition for City approval and tenant leases.
13. All agreed to assume we would move ahead upon completion and approval of this Initial Plan by MDRC, DAC, Toyota and Allied Signal. This will be necessary to dispel Lockheed Martin's contention to the City that we are just spoilers not ready to exert a positive planning and development influence in the area.
14. MDRC/DAC needs to spend some time soon to review DAC's/MDA's storage requirements, potential design solutions, and economic issues so we can agree on response to attached plans.

TAO:kk KKTO1607

Attachment

cc: Dan Summers  
Steve Bissett  
Dan Prescott  
Phil Cyburt  
Steve Barker  
Mario Stavale  
Merle Pautsch